



OSBU's 2017 Spring Conference Held on April 6, 2017 Summary

The OSBU Spring Conference for 2017 took place on April 6, 2017 in GSA's first floor conference center. The event focused on small business contractors who have been identified to have low-to-no sales in the first two-years of their Schedule contract. The subject matter of the event focused on harnessing the power of data analytics to identify potential procurement opportunities through the Federal Procurement Data System and GSA's Forecast of Contracting Opportunities Tool along with educating vendors about the free support provided by the Procurement Technical Assistance Centers (PTACs).

This event is support of a larger request by the former GSA Administrator for OSBU to follow up with small business contractors that are experiencing low-to-no sales. This endeavor has also been added to the OSBU Administrator's performance plan and progress is checked during the Quarterly Performance Review process with GSA's leadership team.

There were a total of 77 small businesses that registered to attend the event with a 43 companies actually participating in the event. The seminar started promptly at 9:00 PM and concluded on schedule at 12:00 PM.